

**2019**

**WEEK 46**

09<sup>th</sup> NOV - 15<sup>th</sup> NOV

**According to Savills, in the last quarter of 2019, Hanoi would have approximately 15,800 units from 10 existing and future projects.**

**STAY CBD, STAY SAFE**



**Real estate in HCMC CBD: Optimism for the long-term**

According to HoREA, the municipal city's real estate market was on a declining trend in 9M/2019. Meanwhile, the market witnessed a scarcity in housing supply in the CBD despite high residential demand. The improving infrastructure, the rise of the Vietnamese middle class, and the arrival of rich foreign people are expected to give the market a new push in the near future. Land banks in the CBD are becoming scarce. Another reason is the local authorities' tight control over granting licenses for new housing projects in the CBD.

*(VIR)*



**Foreigners using proxies to own real estate in national security areas**

According to the Deputy PM, hundreds of Vietnamese firms are serving as proxies for foreigners to buy real estate units in areas vital to national security such as Da Nang City, Central Highlands province Lam Dong and the northern port city of Hai Phong. One way foreign investors end up owning land is by setting up a property company in which a Vietnamese investor owns over 50%. Foreigners are also getting married to Vietnamese spouses to own real estate.

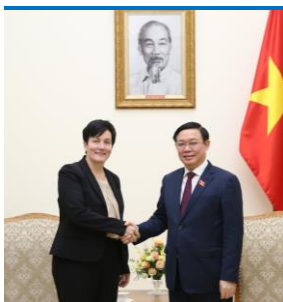
*(VNEXPRESS)*



**Real estate giants penetrate Hanoi as demand shifted North**

In 9M/2019, Hanoi had 11 new and the next phases of 9 projects which provided approximately 8,100 apartment units, 23% higher q-o-q and 17% y-o-y. The primary supply decreased by 5% compared to the second quarter but increased by 8% than the same period last year, reaching 29,700 units. Grade B remains the largest supplier, accounting for 67% of the share. Grade A achieved the highest increase of 18% y-o-y mostly due to the high prices of newly launched projects.

*(REALTIMES)*



**IFC wants land use rights as collateral for loans in Vietnam**

The IFC expected to cooperate with Vietnam in developing the capital market by introducing new products to the stock market, as well as supporting the corporate bond market. However, Vietnamese law does not allow multilateral international financial institutions such as the IFC to use red book for collateral loans.

*(REALTIMES)*



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### **Law change proposed to improve the real estate market in Vietnam**

According to HOREA, the inconsistencies between some regulations make several state officials unwilling to promptly handle companies' case files and requests. As a result, HOREA has proposed adjusting and supplementing many articles in the Construction Law, Housing Law, Investment Law, among others, in 2019 and 2020.

*(VIETNAMNET)*

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